

CONTRACT



KAYU
4600 S Regal St
Spokane, WA 99223
(509)448-2828

www.kayutv.com

And:

Sandler & Innocenzi
705 Prince Street
Alexandria, VA 22314

<u>Contract / Revision</u> 65577 / 5		<u>Alt Order #</u> 25281195
<u>Product</u> General		
<u>Contract Dates</u> 09/12/16 - 11/06/16	<u>Estimate #</u> 140	
<u>Advertiser</u> Mike Crapo for US Senator-ID		<u>Original Date / Revision</u> 08/30/16 / 10/14/16
<u>Billing Cycle</u> EOM/EOC	<u>Billing Calendar</u> Broadcast	<u>Cash/Trade</u> Cash
<u>Station</u> KAYU	<u>Account Executive</u> Kara Erickson	<u>Sales Office</u> Political Revenue
<u>Special Handling</u>		
<u>Demographic</u> Adults 35+		
		<u>Total Ratings</u> 187.60
<u>IDB#</u>	<u>Advertiser Code</u> 55	<u>Product Code</u> 106
<u>Agency Ref</u>	<u>Advertiser Ref</u>	

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
1	KAYU	09/12/16	11/04/16	M-F MORNING NEWS	M-F 7-730a		:30				NM	22	\$330.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
	Week:	09/12/16	09/18/16	-TWTF--				3	\$15.00	0.40			
	Week:	09/19/16	09/25/16	MTWTF--				3	\$15.00	0.40			
	Week:	09/26/16	10/02/16	MTWTF--				3	\$15.00	0.40			
	Week:	10/03/16	10/09/16	MTWTF--				3	\$15.00	0.40			
	Week:	10/10/16	10/16/16	MTWTF--				2	\$15.00	0.40			
	Week:	10/17/16	10/23/16	MTWTF--				2	\$15.00	0.40			
	Week:	10/24/16	10/30/16	MTWTF--				3	\$15.00	0.40			
	Week:	10/31/16	11/06/16	MTWTF--				3	\$15.00	0.40			
2	KAYU	09/12/16	11/04/16	M-F MORNING NEWS	M-F 730-8a		:30				NM	24	\$360.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
	Week:	09/12/16	09/18/16	-TWTF--				3	\$15.00	0.40			
	Week:	09/19/16	09/25/16	MTWTF--				3	\$15.00	0.40			
	Week:	09/26/16	10/02/16	MTWTF--				3	\$15.00	0.40			
	Week:	10/03/16	10/09/16	MTWTF--				3	\$15.00	0.40			
	Week:	10/10/16	10/16/16	MTWTF--				3	\$15.00	0.40			
	Week:	10/17/16	10/23/16	MTWTF--				3	\$15.00	0.40			
	Week:	10/24/16	10/30/16	MTWTF--				3	\$15.00	0.40			
	Week:	10/31/16	11/06/16	MTWTF--				3	\$15.00	0.40			
E 3	KAYU	09/12/16	11/04/16	M-F MORNING NEWS	M-F 8-830a		:30				NM	24	\$360.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
	Week:	09/12/16	09/18/16	-TWTF--				3	\$15.00	0.40			
	Week:	09/19/16	09/25/16	MTWTF--				3	\$15.00	0.40			
	Week:	09/26/16	10/02/16	MTWTF--				3	\$15.00	0.40			
	Week:	10/03/16	10/09/16	MTWTF--				3	\$15.00	0.40			
	Week:	10/10/16	10/16/16	MTWTF--				3	\$15.00	0.40			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Rtg</u>	<u>Type</u>		
	12	KAYU	10/10/16-10/16/16	M-F MORNING NEWS	M-F 8-830a	MTuWThF----	:30		\$15.00	0.40	NM		
			See MG 3.33										
	33	KAYU	10/10/16-10/16/16	M-F MORNING NEWS	M-F 8-830a	-----F----	:30		\$15.00	0.40	NM		
			Ⓜ MG for 3.12 10/11										
	Week:	10/17/16	10/23/16	MTWTF--				3	\$15.00	0.40			

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Non-Discrimination Policy: [Licensee] and its station(s) do not discriminate in advertising contracts on the basis of race or ethnicity, and will not accept any advertising which is intended to discriminate on the basis of race or ethnicity. Advertiser represents and warrants that it is not purchasing advertising time from [Licensee] or its station(s) that is intended to discriminate on the basis of race or ethnicity.



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<u>Contract / Revision</u> 65577 / 5		<u>Alt Order #</u> 25281195
<u>Contract Dates</u> 09/12/16 - 11/06/16	<u>Product</u> General	<u>Estimate #</u> 140
<u>Advertiser</u> Mike Crapo for US Senat		<u>Original Date / Revision</u> 08/30/16 / 10/14/16

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/24/16	10/30/16	MTWTF--				3	\$15.00	0.40			
Week:		10/31/16	11/06/16	MTWTF--				3	\$15.00	0.40			
4	KAYU	09/12/16	11/04/16	M-F MORNING NEWS	M-F 830-9a		:30				NM	24	\$360.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/12/16	09/18/16	-TWTF--				3	\$15.00	0.00			
Week:		09/19/16	09/25/16	MTWTF--				3	\$15.00	0.00			
Week:		09/26/16	10/02/16	MTWTF--				3	\$15.00	0.00			
Week:		10/03/16	10/09/16	MTWTF--				3	\$15.00	0.00			
Week:		10/10/16	10/16/16	MTWTF--				3	\$15.00	0.00			
Week:		10/17/16	10/23/16	MTWTF--				3	\$15.00	0.00			
Week:		10/24/16	10/30/16	MTWTF--				3	\$15.00	0.00			
Week:		10/31/16	11/06/16	MTWTF--				3	\$15.00	0.00			
5	KAYU	09/12/16	11/04/16	M-F 9-10a	M-F 9-10a		:30				NM	22	\$220.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/12/16	09/18/16	-TWTF--				3	\$10.00	0.30			
Week:		09/19/16	09/25/16	MTWTF--				3	\$10.00	0.30			
Week:		09/26/16	10/02/16	MTWTF--				3	\$10.00	0.30			
Week:		10/03/16	10/09/16	MTWTF--				3	\$10.00	0.30			
Week:		10/10/16	10/16/16	MTWTF--				2	\$10.00	0.30			
Week:		10/17/16	10/23/16	MTWTF--				2	\$10.00	0.30			
Week:		10/24/16	10/30/16	MTWTF--				3	\$10.00	0.30			
Week:		10/31/16	11/06/16	MTWTF--				3	\$10.00	0.30			
6	KAYU	09/12/16	11/04/16	M-F 11a-12p	M-F 11a-12p		:30				NM	24	\$360.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/12/16	09/18/16	-TWTF--				3	\$15.00	1.00			
Week:		09/19/16	09/25/16	MTWTF--				3	\$15.00	1.00			
Week:		09/26/16	10/02/16	MTWTF--				3	\$15.00	1.00			
Week:		10/03/16	10/09/16	MTWTF--				3	\$15.00	1.00			
Week:		10/10/16	10/16/16	MTWTF--				3	\$15.00	1.00			
Week:		10/17/16	10/23/16	MTWTF--				3	\$15.00	1.00			
Week:		10/24/16	10/30/16	MTWTF--				3	\$15.00	1.00			
Week:		10/31/16	11/06/16	MTWTF--				3	\$15.00	1.00			
E 7	KAYU	09/12/16	11/04/16	M-F 7-730p	M-F 7-730p		:30				NM	16	\$3,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/12/16	09/18/16	-TWTF--				2	\$200.00	3.00			
Week:		09/19/16	09/25/16	MTWTF--				2	\$200.00	3.00			
Week:		09/26/16	10/02/16	MTWTF--				2	\$200.00	3.00			
Week:		10/03/16	10/09/16	MTWTF--				2	\$200.00	3.00			
Week:		10/10/16	10/16/16	MTWTF--				2	\$200.00	3.00			
Week:		10/17/16	10/23/16	MTWTF--				2	\$200.00	3.00			
Week:		10/24/16	10/30/16	M--T---				2	\$200.00	3.00			
	<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>	<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Rtg</u>	<u>Type</u>		
	9	KAYU	10/24/16-10/30/16	M-F 7-730p	M-F 7-730p	M---Th-----	:30		\$200.00	3.00	NM		
		See MG 7.17, 7.18											
	10	KAYU	10/24/16-10/30/16	M-F 7-730p	M-F 7-730p	M---Th-----	:30		\$200.00	3.00	NM		
		See MG 7.17, 7.18											
	17	KAYU	10/24/16-10/30/16	Tue 930-10p	Tu/We/Fri 930-10p	Tu-----	:30		\$200.00	3.00	NM		
		Ⓜ MG for 7.10, 7.9											
	18	KAYU	10/24/16-10/30/16	Wed 930-10p	Tu/We/Fri 930-10p	---W-----	:30		\$200.00	3.00	NM		
		Ⓜ MG for 7.10, 7.9											

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<u>Contract Dates</u>	<u>Product</u>	<u>Estimate #</u>
09/12/16 - 11/06/16	General	140
<u>Advertiser</u>		<u>Original Date / Revision</u>
Mike Crapo for US Senat		08/30/16 / 10/14/16

*Line	Ch	Start Date	End Date	Description	Start/End Time	Days	Length	Spots/Week	Rate	Rtn	Type	Spots	Amount
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		10/31/16	11/06/16	M--TF--				2	\$200.00	3.00			
E 8	KAYU	09/12/16	11/04/16	M-F 730-8p	M-F 730-8p		:30				NM	16	\$3,200.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/12/16	09/18/16	-TWTF--				2	\$200.00	3.60			
Week:		09/19/16	09/25/16	MTWTF--				2	\$200.00	3.60			
Week:		09/26/16	10/02/16	MTWTF--				2	\$200.00	3.60			
Week:		10/03/16	10/09/16	MTWTF--				2	\$200.00	3.60			
Week:		10/10/16	10/16/16	MTWTF--				2	\$200.00	3.60			
Week:		10/17/16	10/23/16	MTWTF--				2	\$200.00	3.60			
Week:		10/24/16	10/30/16	M--T---				2	\$200.00	3.60			
<u>Spot</u>	<u>Ch</u>	<u>Date Range</u>		<u>Description</u>	<u>Start/End Time</u>	<u>Weekdays</u>	<u>Length</u>		<u>Rate</u>	<u>Rtg</u>	<u>Type</u>		
9	KAYU	10/24/16-10/30/16		M-F 730-8p	M-F 730-8p	M---Th-----	:30		\$200.00	3.60	NM		
See MG 8.17,8.18													
10	KAYU	10/24/16-10/30/16		M-F 730-8p	M-F 730-8p	M---Th-----	:30		\$200.00	3.60	NM		
See MG 8.17,8.18													
17	KAYU	10/24/16-10/30/16		Tue 9-930p	Tu/Wed/Fri 9-930p	Tu-----	:30		\$200.00	3.60	NM		
Ⓜ MG for 8.9,8.10													
18	KAYU	10/24/16-10/30/16		Wed 9-930p	Tu/Wed/Fri 9-930p	---W-----	:30		\$200.00	3.60	NM		
Ⓜ MG for 8.9,8.10													
Week:		10/31/16	11/06/16	M--TF--				2	\$200.00	3.60			
9	KAYU	09/12/16	11/04/16	M-F Late News	M-F Late News		:30				NM	13	\$2,730.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/12/16	09/18/16	-TWTF--				2	\$170.00	1.80			
Week:		09/19/16	09/25/16	MTWTF--				2	\$170.00	1.80			
Week:		09/26/16	10/02/16	MTWTF--				2	\$170.00	1.80			
Week:		10/03/16	10/09/16	M--T---				1	\$170.00	1.80			
Week:		10/10/16	10/16/16	MTWTF--				1	\$170.00	1.80			
Week:		10/17/16	10/23/16	MTWTF--				1	\$170.00	1.80			
Week:		10/24/16	10/30/16	MTWTF--				2	\$170.00	1.80			
Week:		10/31/16	11/06/16	MTWTF--				2	\$170.00	1.80			
10	KAYU	09/12/16	09/18/16	M-F 1:30-2p	M-F 1:30-2p		:30				NM	4	\$40.00
		<u>Start Date</u>	<u>End Date</u>	<u>Weekdays</u>				<u>Spots/Week</u>	<u>Rate</u>	<u>Rating</u>			
Week:		09/12/16	09/18/16	-TWTF--				4	\$10.00	0.00			
Totals										187.60		189	\$11,160.00

Time Period	# of Spots	Gross Amount	Agency Comm.	Net Amount
08/29/16 -09/25/16	52	\$2,790.00	(\$418.50)	\$2,371.50
09/26/16 -10/30/16	113	\$6,815.00	(\$1,022.25)	\$5,792.75
10/31/16 -11/04/16	24	\$1,555.00	(\$233.25)	\$1,321.75
Totals	189	\$11,160.00	(\$1,674.00)	\$9,486.00

Signature: _____ Date: _____

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